

Aerospace Services And Products, Inc.

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Hi, I'm Bill White. Thank you for the opportunity to share one of my company's challenges doing business in Michigan. I am the owner of Aerospace Services And Products, Inc. It is located in Hudson Michigan and serves the aviation industry. It is a Repair Station, certified by the FAA. We started the Repair Station in Hudson in 2000 and have been in continuous operation since. It performs maintenance, repair and overhaul of aircraft brakes, wheels and emergency equipment including life rafts and oxygen equipment for aircraft operators located in Michigan, the Great Lakes region and around the country. We service both private and commercial operators.

I want to point out that in the last 10 years our small business has supported 8 full time specialist employees and their families, along with some part time and contract workers. During that period, we have paid \$ 4,241,237.62 in wages and benefits. Our company, unlike most other local small businesses, brings new money from around the country to the Hudson community and to the State. Our employees all live in or around Hudson. Two are my sons who I plan on passing the business down to. Of our other employees, one is a volunteer fire fighter and EMT who is very active with the Hudson fire department and in many community organizations. Another serves as a township clerk and is also very active in church and community events. Two are US Military Veterans. Our employees are all active community volunteers in the many charitable organizations in and around Hudson. It's not a lot of jobs, but they are important and contribute to the community.

Although a small company, Aerospace Services And Products supports many of the local non-profit and charitable groups and organizations, not only in Hudson but around the State, with meaningful contributions and serving on boards when needed. We are also active members of the Hudson area Chamber of Commerce. Our company has proven itself to be not only an asset of value to aircraft operators, but also to the community and the State.

In 2014 and 2015, we invested heavily into our facility and added new equipment to enhance our product line in order to replace the revenue being lost and leaving for States such as Indiana and Wisconsin who in 2013 passed legislation exempting aircraft parts from sales tax.

In 2015 we opened a small sales office in Tennessee outside Nashville to increase our reach and improve out-of-State sales. Tennessee, like Florida, is a tax exempt State and there is a strong incentive to sell parts to Michigan operators through that office.

We want to keep our business in Hudson. My family and the families of our employees live here. It's one thing when companies are forced to move due to lack of business opportunities, but it's discouraging to think that Michigan's tax policy is one that pushes businesses, for their own survival, to other States. This table below identifies our Michigan sales tax beginning with 2014, the first year bordering States' tax exemptions went into effect. This table doesn't include sales to Michigan resale exemption holders or those with Michigan direct pay permits. It shows taxable sales made and taxes collected.

YEAR	MICHIGAN TAXABLE SALES	\$ TAXES COLLECTED	FROM PREV. YEAR	SINCE 2014
2014	930,324.53	55,632.56	-----	-----
2015	857,203.36 (73, 121.17)	51,432.36	(4200) -7.5%	(4200) -7.5%
2016	619,857.15 (237,346.41)	37,190.83	(14,241.53) -27%	(18,441.73) -33%
	SALES 2014-2016 (310,467.38)			

Thank You,
Bill White
Aerospace Services And Products, Inc.